

Message Text

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PAGE 01 MANILA 08678 220838Z

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ACTION XMB-07

INFO OCT-01 EA-11 ISO-00 EB-11 COME-00 CIAE-00 INR-11

NSAE-00 RSC-01 DRC-01 EUR-25 INT-08 (ISO) W

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R 220644Z JUL 74

FM AMEMBASSY MANILA

TO SECSTATE WASHDC 5386

INFO AMCONGEN HONG KONG

UNCLAS MANILA 8678

E. O. 11652: N/A

TAGS: BEXP, RP

SUBJ: EXPORT OPPORTUNITY OF \$6.2 MILLION WABCO DUMP
TRUCKS

EXIMBANK

1. ABOITIZ & COMPANY, INC., DISTRIBUTOR OF WESTINGHOUSE AIR BRAKE COMPANY (WABCO) MINING AND CONSTRUCTION EQUIPMENT, HAS CALLED ON EMBASSY TO DISCUSS POTENTIAL SALE OF 12 WABCO SPECIALIZED DUMP TRUCKS AT \$343,520 FOB EACH OR TOTAL OF \$4.1 MILLION. ENDUSER IS MARCOPPER MINING CORPORATION WHICH WILL HOLD OPTION FOR ADDITIONAL SIX UNITS COSTING \$2.1 MILLION. TOTAL EXPORT OPPORTUNITY IS \$6.2 MILLION.
2. SALE IS SUBJECT TO AVAILABILITY OF FINANCING AND ABOITIZ STATED THAT WABCO WILL BE INQUIRING AT EXIMBANK RE POSSIBILITY OF EXIMBANK PARTICIPATION.
3. MARCOPPER MINING IS LARGE COPPER PRODUCER. PLACER MINES OF CANADA OWNS 40 PERCENT.
4. WE ARE REPORTING FOREGOING TO ALERT EXIMBANK TO WABCO DESIRE TO SEEK EXIM FINANCING. WE HAVE NO OBJECTIONS TO SALE AS PROJECT IS ECONOMICALLY FEASIBLE,
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PAGE 02 MANILA 08678 220838Z

AND WE WOULD HOPE EXIMBANK WOULD GIVE IT FAVORABLE

CONSIDERATION. IF EXIMBANK HAS ANY VIEWS WHICH WE
SHOULD BE AWARE OF, WE WOULD APPRECIATE HEARING THEM.
SULLIVAN

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
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